

Wholesale Trade

Wholesale trade reflects to a certain extent the same growth trends as retail sales. Table 21 shows wholesale sales for the years 1958 and 1963 for Wayne County, S.E.A. 8 and North Carolina. In all categories Wayne County lags behind both S.E.A. 8 and North Carolina. In fact, between 1958 and 1963 there was a net loss of three wholesale establishments. This might have been caused by one wholesale absorbing another or competition from inside or outside of the County may have put these three firms out of business. Absorption of one wholesale establishment by another seems to be the most likely cause because the payroll increased substantially and the number of employees increased slightly.

The S.E.A. 8 as a whole lags between the State in every category. Many large wholesalers operate out of Raleigh, Charlotte, Greensboro and other large cities and take a good portion of the business of this area away from the local wholesaler's. Operating on a volume basis, they can undersell local competition.